

Amendments to the Claims:

This listing of claims will replace all prior versions and listings of claims in the application:

Listing of Claims:

Claim 1 (currently amended): A system for analyzing sales performances, the system ~~comprising~~ being comprised in an application server, and comprising a performance calculating module, a performance analyzing module, a performance querying module, and a document updating module, wherein:

the performance calculating module is configured to calculate daily, monthly, and yearly sales performances in accordance with sales records, the sales records comprising sales return records and records on reselling of the sales returns, wherein the sales return records are reductions and the records on reselling of the sales returns are increases when calculating the sales performances;

the performance analyzing module is configured to analyze the sales performances relating to customers, products, sales departments, sales representative and channels of distribution in accordance with data stored in daily performance records, statistical performance records and planning performance records;

the performance querying module is configured to query data on sales performances stored in the daily performance records, the statistical performance records and the planning performance records; and

the document updating module is configured to update data stored in the daily performance records and the statistical performance records;

at least one processor of the application server for executing the performance calculating module, the performance analyzing module, the performance querying module, and the document updating module.

Claim 2 (canceled)

Claim 3 (original): The system as claimed in claim 1, further comprising a database connecting module which connects the performance calculating module, the performance analyzing module, the performance querying module and the document updating module with the daily performance records, the statistical performance records and the planning performance records for data interchange there between.

Claim 4 (original): The system as claimed in claim 1, wherein the daily performance records, the statistical performance records and the planning performance records are comprised in a database server.

Claim 5 (original): The system as claimed in claim 4, wherein the database server comprises a database management module for managing data stored in the database server.

Claim 6 (original): The system as claimed in claim 1, wherein the performance analyzing module can assist in obtaining implementation statuses of planned sales performances relating to customers, products, sales departments, sales representatives and channels of distribution.

Claim 7 (original): The system as claimed in claim 1, wherein the data on sales performances queried by the performance querying module comprises data on customers, channels of distribution, sales representatives, sales departments, and products.

Claim 8 (currently amended): A computer-enabled method for analyzing sales performances, the method comprising the steps of:

calculating daily sales performances in accordance with sales records by subtracting values of the sales records from total values of products of daily performances records if the sales records are sales return record, and adding values of the sales records to the total values of products of the daily performances records if the sales record is are

records in reselling of sales returns, and storing the daily sales performances in the daily performance records of a database server;

calculating monthly and yearly sales performances in accordance with data stored in the daily performance records of the database server, and storing the monthly and yearly sales performances in statistical performance records of the database server;

querying the statistical performance records in accordance with an instruction input by a user; ~~and~~

analyzing sales performances relating to customers, products, sales departments, sales representative and channels of distribution in accordance with data stored in the daily performance records, the statistical performance records, and the planning performance records; and

displaying the query result and the analyzed sales performances in the form of a diagram or a picture for the user.

Claim 9 (canceled)

Claim 10 (currently amended): A computer-enabled method for analyzing sales performances, the method comprising the steps of:

calculating daily sales performances in accordance with sales records by subtracting values of the sales records from total values of products of daily performances records if the sales records are sales return record, and adding values of the sales records to the total values of products of the daily performances records if the sales record is are records in reselling of sales returns, and storing the daily sales performances in the daily performance records of a database server;

calculating monthly and yearly sales performances in accordance with data stored in the daily performance records of the database server, and storing the monthly and yearly sales performances in statistical performance records of the database server;

querying the statistical performance records in accordance with an instruction input by a user; ~~and~~

Appl. No. 10/648,745
Amdt. October 31, 2008
Reply to Office Action of: September 23, 2008

analyzing sales performances relating to customers, products, sales departments, sales representative and channels of distribution in accordance with data stored in at least one of the daily performance records and the statistical performance records; and displaying the query result and the analyzed sales performances in the form of a diagram or a picture for the user.